



I implemented your comp plan today. I will let you know what happens. I also wanted to let you know that we implemented your voice mail message almost word for word and the results have been outstanding. We couldn't pay a VP Sales from a software company to call us back and now we are getting 50 % return calls from HM's and 70% from candidates. The whole "ditch in the forehead" strategy is the way to go. Using "time sensitive" for candidates and "sensitive sales matter" for HM's has got the phone ringing again. Hope that all your clients aren't using it word for word. We plan on riding this horse as long it has legs. Thanks for that strategy as well.

Regards,
Doug Miller
Managing Partner
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